Fleet Optimization > View Sample Resource Center: SAMPLE PROPOSALS

108

110

112

112

INDESTRUCTORY

PROPOSAL MATERIALS | PROPOSAL TEMPLATES 718 Product Sales > View Sample Proposal Management Center: PROPOSAL STATUS

114

INCREMENTATION SALES SUMMARY Please select one → StartHere Create New Proposal R-106 ENCOMPASS ONLINE

| Status | Proposal Name | Customer Name | Owner | Units | Potential Revenue |
|------------|------------------------------------|----------------------------|-------------------|-------|-------------------|
| In-Process | Fleet Optimization Proposal | Dancing Pixels | REP, MNTSALES1 | 0 | 00.0\$ |
| In-Process | Fleet Optimization #2 | ABC Corporation | MANAGER, MNTSALES | 0 | 00'0\$ |
| In-Process | GEM Proposal | The Gallup Organization | MANAGER, MNTSALES | 1 | \$48,000.00 |
| In-Process | Quick 1 | ABC Corporation | REP, MNTSALES1 | 1 | 00.0\$ |
| In-Process | Test Commission Calos | Blake Handler, Co. | MANAGER, MNTSALES | 0 | 00'0\$ |
| In-Process | Test Commission Calca | Blake Handler, Co. | MANAGER, MNTSALES | 1 | \$1,295.00 |
| In-Process | FO 620 | fo 620 | MANAGER, MNTSALES | 10 | \$10,500.00 |
| In-Process | Sample | ABC Corporation | MANAGER, MNTSALES | 0 | \$0.00 |
| In-Process | test analyze and compare reports 2 | test analyze and compare 2 | MANAGER, MNTSALES | 0 | \$0.00 |

FI4. 1

ENCOMPASS ONLINE

Create New Proposal - Customer/Location

PROPOZAL WORKFLOW.

Please select one

Proposal Name > Digital Imaging Solution \sim $\angle 206$

(Propert Name (19pe)

Create New Customer/Location

£208

F14.2

Enter New Customer Name ABC Corporation 210

Sokubon Configuration Current Product Info

@ Customer/Location

Canarate Proposal

£202

| ENCOMPASS O | | Please select one | | | 7714 |
|--|----------------------------|---|--------------------|---|--|
| XYZ Corporation > Konli | ca Replace | 2 XY2.Copporation> Konica Replacement | | | ************************************** |
| Prorotan weatheren | Identi Please so | ✓ Identify Products Please select your Model, enter Quantity, and click Add | k Add. | | Ī |
| | Custom XYZ Cor | Customer Locadom XYZ: Corporation | | Department <u>Beside con 510</u> Copy Center | |
| Current Product Into Identify Products | Product Type Don't Know | Brand Konica | Z sehach | | 772 ~ str 1 |
| Supply Costs Analyre Costs | The follow | C304 lucts have been identified for | Corporation. 308 7 | ą. | C310 |
| ostalistan configuration | Total Pr | Total Products for this Location: | | 7820axn 7620n 7821dxn | Top Projuce forms Proposil |
| Proposal Summary | *1 | | Product Type | | Delete |
| Estate Proposal | 4 | LaserJet 41 | Leser Printer | c | 875~ |
| Secretaria more recon | 6. | FAX 9820 | Fax | | 27 ≈ 31 8 |
| Long Hodernations | 2 | 3035 | Copier | 7920 8020 | 378 |
| Same of the | 7. | 2125 | Copier | 8028 8031 | 87£ ~ 3 78 |
| | | | | FAX 9550 | |
| | | | | FAX 9760 FAX 9765 FAX 9820 | |
| | 62 | 6220 | | FAX 9825 FAX 9830 | |
| | | | | FAX 9880 FAX 9925 | |
| | | | | FAX 9930 FAX 9980 | |
| | | | | | |
| | | | | Force 75 | |
| £202 | | | , | | |
| | | | ĩ | | |

FIG. 3

| rb X | | Griffian Geografia | HELP | | | r 1 | es: e re- | <u></u> | | ABH , ABH | ereneves erenererene Er(14 P(M |
|--|--|------------------------------|-------------------|---|---|-------------------------------------|--|--------------------|---|--|-----------------------------------|
| | nagit 📆 | | | | | | | Del te | 0 | | O Internet |
| | Mgenzigh " | | | | | | | | Pages Incl. 45000] Toner Incl. [S(Yes) 426 Escalation [5]% | | S. |
| | | e (Tello, Mntsates Martoger. | # | | | sal: 1 | | Service Cost | Base Pay(\$) Pag 0.00 Overage(\$) Tor 01 ☑ Vendor Esc Konica | | / Welcome to |
| 14.4 . 4 | Coogle - | Hello, A | | | | his Propo | | | | | |
| | ,,,,,, | | | ails. | | Total Products for this Proposal: | | Equipment Cost | se (CPC) & | | Photosoft 9 |
| | .com: √ | | | aduct det | 408 | Total | | Equ | Acque CPC CPC | 4 | 4.4 |
| | ed:toshiba | | | o enter pi | нэяказ | | | ('0 | Soverage 9% 418 | FIG. 4 | E Micross |
| | Address (1) http://toad.toahba.com: V 5 Go | | | o-550 Printing System Product Details Please use the following filters to lookup your products to enter product details. | S X | sroducts. | | Usage (Mo.) | Usage / %Coverage Mono 60000 / 9% 416 418 | | Sil Meio - In |
| | Address | | | unok dny | AB© Colporation Product Type | following products. | | n | | A TOTAL CONTROL OF THE PROPERTY OF THE PROPERT | Selline. |
| Explorer | * | | lect one | filters to lool | Comorat uct Type | stion: 1 for the f | | | 1.4 orked 3-89 CPM | | * |
| nternet | O Back | | Please select one | rstein Is owing filte | tton ABC 102 Produ V All | this Local | | | 412 414 3 Networked gment5 (70-89.C | | 10 00 |
| A Welcome to Toshiba FYI Portall - Microsoft Internet Explorer | | | | * ABC Corp ration > 5Studio 550 Printing System Frogram workfrow Chromodius of the following is | Customer Location ABC Corporation Department 402 Product Type 4 | Total Products for this Location: 1 | Soorch Rosolls: 1 | Product | Konica:5370 Product ID 412 414 123441 □ Networked Copier: Segment5 (70-89 CPM) Dept: Administration | ~210 | 27 |
| rtal! - M | Tools Help | | OZ JZO | o 550 Pi T Produ Please us | Custom Depart | Total Pr | Search | # Pro | 1 Kon 123 123 Cop Dep | | |
| a FYI Po | Favorites T | | 0 gg | | | | | | | — 202 — 202 © Copyright 2001 TosiNba America Business Solutions | E |
| o Toshib | View Fa | | MPAC | Toncer | skuct Info | 66 5 6 | mfaurat ummary | Pesodo | IGE WORFFLOW ST WOS UNFTIONS SH COSTS | 1900 1000 | © |
| elcome t | *** | | ENCOMPASS | ANORGOPPHICHON | Current Product Info Identify Products | Supply Costs Analyze Costs | Solution Configuration Proposed Summary | Rendord at english | Chaice Voerein | | Done I's start |
| | iL O | B in | | 5 5 | 0 0 1 | | <u> </u> | 18 | 1 | 10 | 3 Dane |

| ENCOMPASS ONLINE | VILINE 1 Please select one | euo | | | | MELLE MELLE |
|--|--|----------------------------------|-------------|----------------|----------------|--|
| Signature de la contraction de | ution Configuration | | | | | |
| 100 1 100 10 D Ward | Configure | | | | | (第一年のなる人のなどのながら、 |
| Ball/sums Resound C | Please select a Base Model to assign Configurations to this Proposal | ssign Configurations to this Pri | posel. | | | |
| O the terminal / Location | Base Model ESTUDIOSSO | = | | | | |
| Configure | The following configurations have been saved for: ESTUDIO550 | re been saved for: ESTUDIOS | 50, | | 511 | $522 \sim (46000000000000000000000000000000000000$ |
| - Contract/Terms | Saved Configurations | 50V | | | | |
| Supply Pricing | Configuration Name | 205 | 805 answ | Base Price 520 | Created by 512 | Assign |
| Quantity | Estudio 550 Printing System | | \$26,976.00 | \$0.00 | BTASALES1.REP | CE 100 54 |
| - Analyze/Compare | | A 518 | | | | |
| Gamerata Proposa | Configurations Assigned to this Proposal | | | | | |
| Deliver of the second | Configuration/Group Name | | | MSRP Ba | Base Price | Unassign |
| September 12 and 12 and 13 and | None Found | | | | | |
| 21. CO 334 TO (\$) | H BARE | £520 - | • | | | |
| £ 202 | 775 | | | | | |

FI4.5

| O Dartomer/LockBon | Kroduckko berkepiacea (or 1792) | epiacea (oy 170 | | | | | | Total Mont | Total Monthly Usage | 117 | | |
|------------------------------|---|---|-------------------|--------------|---|----------------|-------------------|------------|---------------------|----------|------------|-----------------|
| O D. Donner of Droduce Infer | Product Type | 807 | | Quantity | Quantity Replaced 6 | 1 03 | | Mono | | Color | 624 | Total Mo. TCO |
| Configure | Laser Printer | | | | | 2 | | 2,000 | | 0 | | 60'08 \$ |
| Contract/Terms | Copier | | | | | 1 | | 2,500 | | 0 | | \$174.00 |
| Product Pricing | | Total | | | | | | 4,500 | | • | | \$254:09 |
| Supply Pricing | Please enter Quantity and Average Monthly Usage to calculate Extended Payment. | ty and Average M | onthly Usage | to calculate | Extended Pay | ment. | 7077 | | | | | |
| Analyza/Compare | Plan F. 36: Youth's FNV Lease Billing Cyde (Monthly). Lease Fetter (002779); | s FMV Lease hly), Leasa Fecto | (0.02778), | Coner Includ | Toner Induged (Nb), Affilia) Escalation Charge (No) - 666 | il Escaladón C | harge (No) | 3 | | | | |
| poesa summary | | | | | | Avg. M | Avg. Ma. Usag 629 | | 727 3403 | 7 | Earnings | 8Z7 son |
| | Configuration / Group Name (1) | Croup Name | 27 | , Q | | Hono | Color | | Equipment | TCO | Commission | AIM 4 TOP |
| A chaute monterous | | | | [, | Per Unit | 4200 | | e e | 3599.71 | 156.00 | N/A | |
| Mi usaca masurations | פאנתפום דסם אנפו | natone | |] | Extended | 4500 | | | 3599.71 | 156.00 | N/A | |
| ф отнея состя | | (1) (1) (1) (1) (1) (1) (1) (1) (1) (1) | NOT THE PROPERTY. | • | | 4500 | | 0 \$3.5 | \$ 12.665/5\$ | \$156.00 | \$0.00 | |
| | 779 - QT | ע | 777 | | | | | | | | | |

FIG. 6

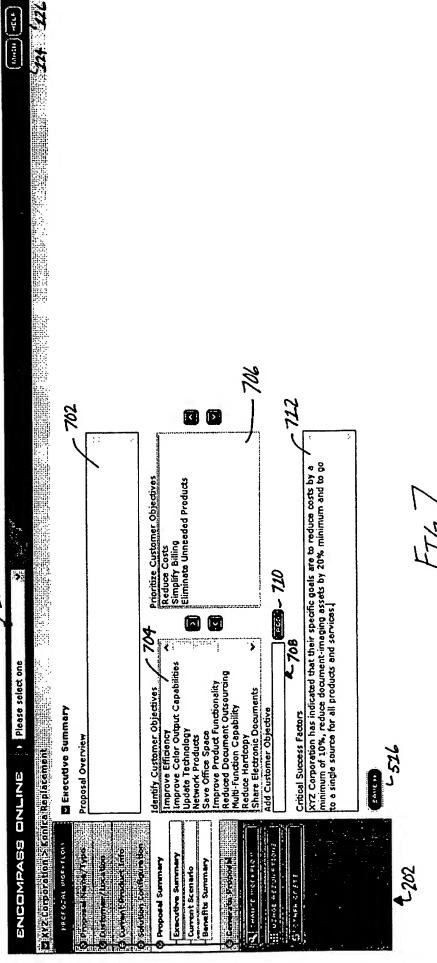
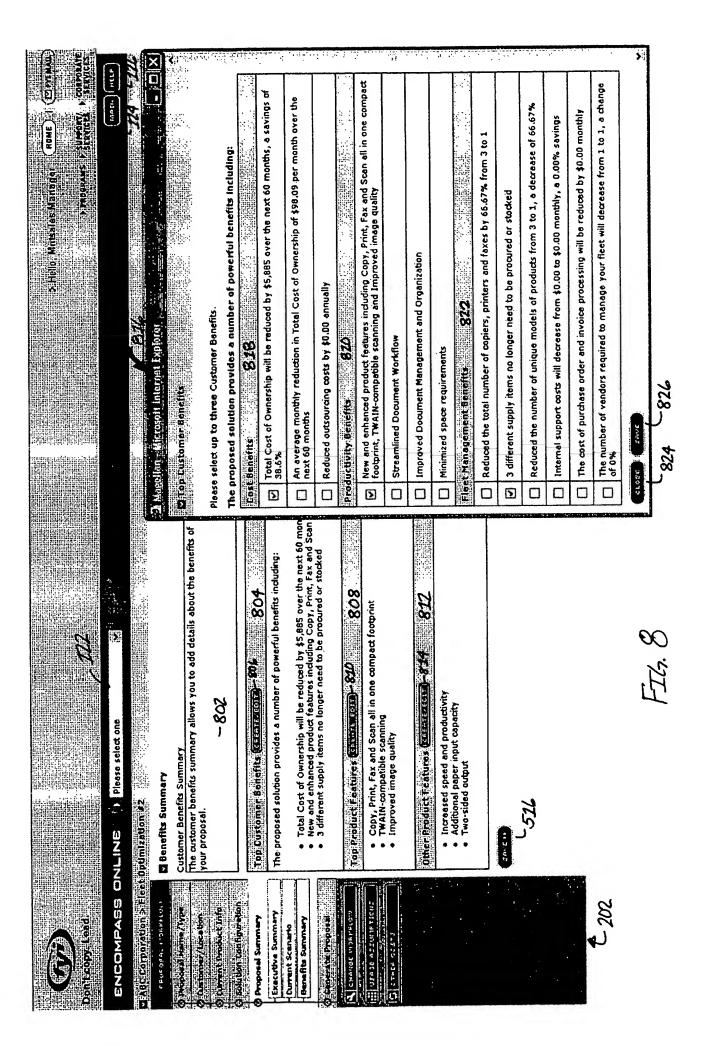


FIG. 7



| ENCOMPASS ONLINE | S .) Please select one | (NAIN) (MELF) |
|--|--|--|
| The Association of the Control of th | TI_{S} | 77. T |
| 3 | | |
| | v Generato Proposal | |
| C Committee Confirm (Som | MH WHO SHOW THE WAY OF SHIP SHOWED SHIP SHIP SHIP SHIP SHIP SHIP SHIP SHIP | |
| A STATE OF THE STA | 906 Order Proposal Table of Content 908 | |
| | | |
| R. D | 2 Executive Summare | |
| 4 . | ✓ Proposal Overview | |
| | S Current Costs/Usage | |
| | ☑ Customer Objectives | |
| | SCritical Success Factors | |
| Quality in the | ☑ Toshiba Benefits | |
| | 3 Current Scoud of 6 | |
| | 4 Overview | |
| | [의 Highlights | |
| 2000 | Cost/Usage by Technology | |
| no constant | ☑ Technology Overview | |
| | Supplies Overview | |
| | ☐ Fleet Management | 7 |
| | Karommended roshiba Solution | |
| | Solution Summary | |
| | S Benefits of Recommended Solution | The state of the s |

FIG. 9